

January/February 1991

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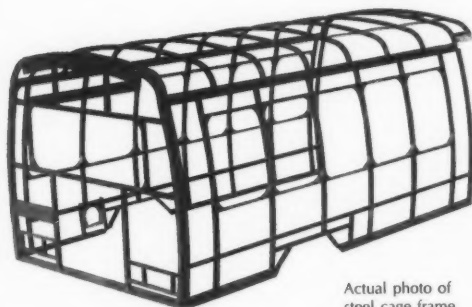
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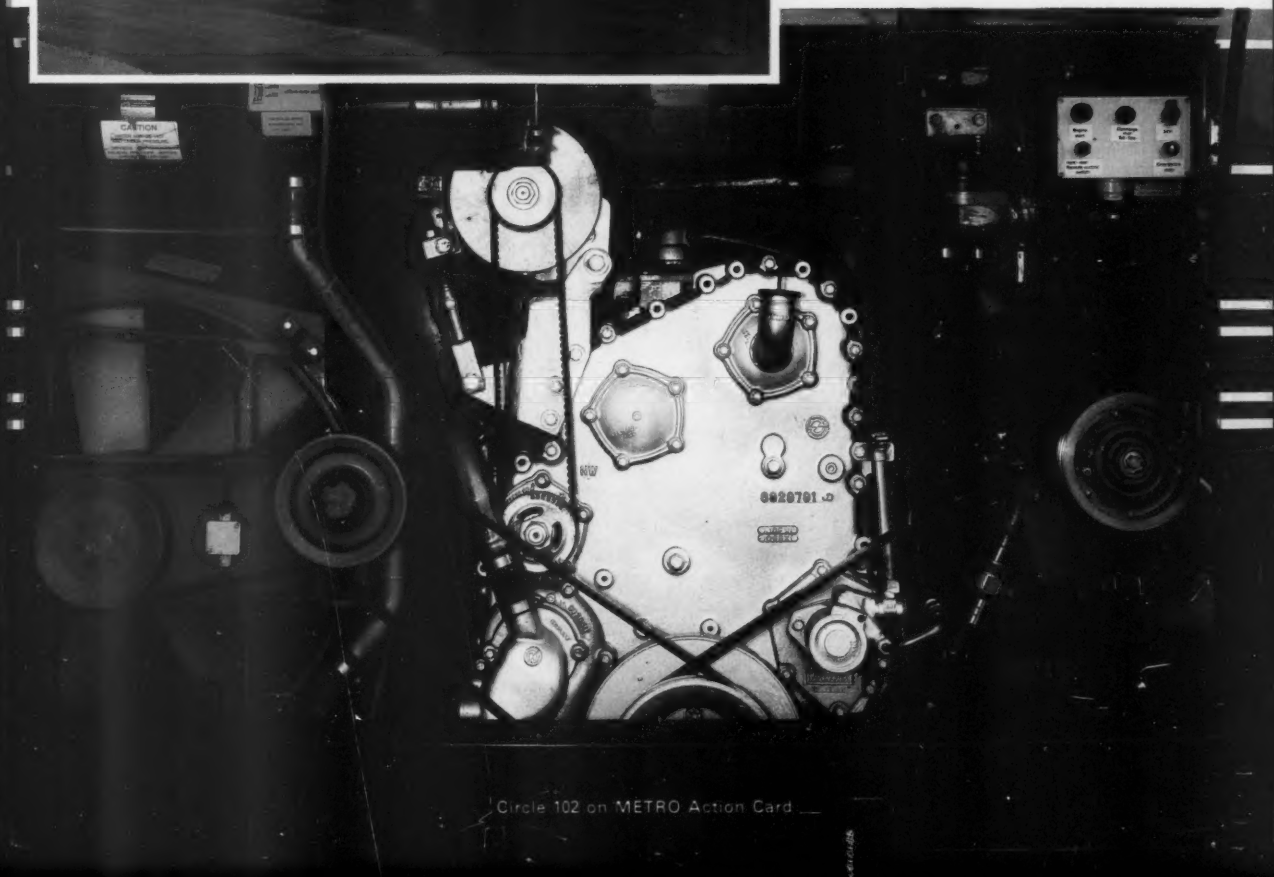
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RANKING 1991	1990	COMPANY NAME
1	1	Greyhound Lines, Dallas, TX
2	7	Academy Line, Hoboken, NJ
3	2	Greyhound Lines, Calgary, AB
4	3	Robert's Hawaii, Honolulu, HI
5	*	Diversified Transit, Edmonton, AL
6	11	Holland America, Seattle, WA
7	6	Shortline Corporation, MN

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On the cover: Photo of a Setra, courtesy Ed Mansing.

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# METRO News

## Greyhound files reorganization plan

A reorganization plan filed by Greyhound Lines calls for continued operation of the bus network while transferring almost the entire value of the company to its creditors.

Under the plan, filed Nov. 19 in U.S. Bankruptcy Court, creditors will receive new common stock and \$165 million of new notes. The equity held by present owners will be canceled.

George W. Hanthorn, senior vice president and general counsel, said Greyhound has decided to get out of the charter business except in eight major cities, the "major markets." Greyhound had been running charters in about 35 markets.

Hanthorn said, "We think we can operate with about 2,800 buses, and will try to operate with as few buses as we can." That would be about 1,000 buses fewer than it had been running. Hanthorn also said Greyhound is exploring the possibility of selling off Eagle Bus Manufacturing Inc.

Meanwhile, the strike against Greyhound by the Amalgamated Transit Union (ATU) continues, and

## Fact Book corrections

Two titles were incorrectly listed in the *METRO Magazine Fact Book* for Neoplan Bus & Coach Sales.

The listing should have said: Neoplan Bus & Coach Sales, a division of Neoplan USA, Route 322 West, Honey Brook, PA 19344; 215/243-3744; Denver office, 303/321-1937; Joyce D. Surprise, S.W. regional sales mgr. and public relations; Jim Markulike, bid admin., mgr.; Jeff Bullis, sales coordinator.

A listing for the Ohio School & Transit Association was inadvertently omitted. It is at 1723 S. Washington Ave., Columbus, OH 43207; phone 614/443-5051; Norm Murdock is executive director.



In an effort to reduce air pollution, New Flyer Industries has released its first methanol-powered transit bus. The 60-foot articulated Galaxy was converted from its original diesel-powered design to methanol by Midwest Diesel, a Detroit Diesel representative. Members of the Canadian Oxygenated Fuels Association and Energy, Mines and Resources Canada also participated in the project. New Flyer plans to display and demonstrate the vehicle throughout the year in the United States and Canada. A small tanker truck with pumping equipment will also be displayed with the bus.

the issue of back pay liability remains a major question. Greyhound's plan asks the court to estimate its liability and set back pay claims at a maximum of \$40 million. The National Labor Relations Board (NLRB) has filed a proof of claim for \$85 million in back pay, with that amount growing each day.

According to Earl Putnam, the ATU's general counsel, a classification of the back pay claim is pending. The NLRB argues that it should be considered an administrative claim, which would give it priority for payment over other claims. However, if it is classified as an unsecured claim, back pay liability would be subordinate to all other claims against Greyhound.

"The company believes the facts and the law in the labor dispute will sustain its position that there will be no NLRB back pay liability," Hanthorn said in an official statement. A hearing on the NLRB charge was scheduled for Jan. 15.

Putnam admitted that the reorganization plan could hinder the efforts of the Blackstone Group, a New York investment banking firm the ATU has enlisted in an attempt to buy out Greyhound. But he said the Blackstone Group still "has an opportunity based on the information that has been filed by Greyhound."

The court has a 60-day period to approve Greyhound's reorganization plan and disclosure statement, although the deadline may be extend-

ed.

The reorganization plan states that amounts owed on Greyhound's secured bank debt, real estate mortgages and numerous bus leases will be paid in full. In addition, 10 million shares of new common stock will be issued, with 9.5 million reserved for unsecured creditors and 500,000 set aside for an employee stock ownership plan.

In the meantime, Greyhound reports that 97.5 percent of its passengers are back and 86 percent of its pre-strike routes are running. "We were dropping some of those routes regardless of the strike," said Liz Dunn, public relations manager.

Greyhound earned \$46.4 million in passenger revenue in October and \$49.4 million in September, according to Dunn.

About 10 percent of the approximately 10,000 drivers who went on strike have returned to work, Dunn said.

## \$450 million spent for L.A. rights-of-way

The Los Angeles County Transportation Commission (LACTC) has purchased 175 miles of right-of-way from the Southern Pacific Railroad for \$450 million.

A spokeswoman said that is less than half the estimated value of the land, based on adjacent property values. The rights-of-way are in Los An-

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geles, Ventura, Orange, San Bernardino and Riverside counties. Some will be used for planned commuter rail lines between Los Angeles and the surrounding counties. The rest will be for light rail within Los Angeles County.

Southern Pacific will provide rent-free use of about 70 miles of main lines so that commuter rail service

can be started. The lines now carry freight trains. They will be integrated into the passenger schedule so there will be no disruption of freight service.

In addition, California state transportation authorities have decided to provide funding for commuter lines in the Los Angeles basin.

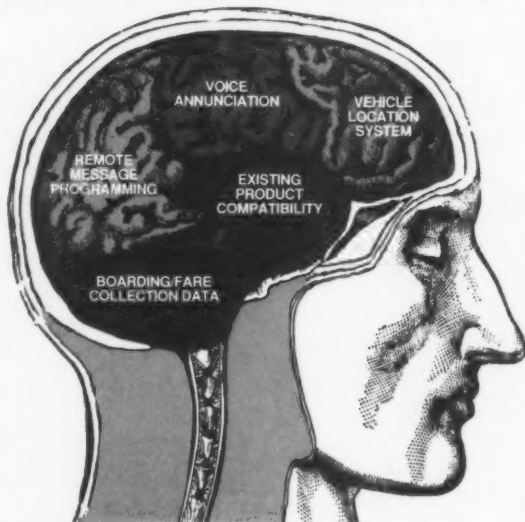
Guidelines slated for adoption

would distribute \$1.9 billion in the form of rail bonds. The funds were authorized in a June ballot measure.

Operational date is set for the year 2000 for the new rail service. The state may increase its spending limit, which was previously set at \$330 million, because of negotiations for expensive right-of-way acquisitions that require more money.

An additional source of money will be a proposition approved by Los Angeles County voters in November that adds a half cent to the sales tax to fund improvements in transportation and air quality. It is expected to generate \$400 million a year.

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### Mich. bus company files for bankruptcy

Tower Bus Inc. of Mt. Clemens, Mich., has filed for bankruptcy under Chapter 11.

Debtors representatives met with creditors in November.

Tower Bus purchased Michigan Trailways in January 1989. A month later, five employees who are relatives of the owner of Michigan Trailways left and started their own business that was in direct competition with Tower Bus; the result was a cash flow problem that took away millions in lost revenue, said Thomas W. Fisher, president of Tower.

Tower Bus had about 105 vehicles and \$9 million in annual sales before the proceedings. Now it has 60 to 65 vehicles and nearly \$6 million in sales.

During the reorganization, Fisher said, Tower Bus could be forced to sell some smaller pieces of its business in Michigan's Upper Peninsula — where conditions make it difficult to operate and concentrate on Southern Michigan, the most populous area of the state.

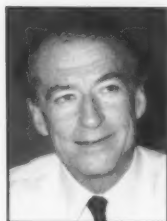
### Kiley leaves New York MTA

Robert Kiley has resigned from the New York Metropolitan Transportation Authority (MTA) after seven years as chairman of the country's largest public transit system.

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Kiley, who had headed the MTA since November 1983, left to become president and chief executive officer of the Fischbach Corp., an electrical and mechanical company based in New York.



KILEY

As of this writing, a successor for the MTA post had not been named.

## CDL programs passed by all 50 states

All 50 states and the District of Columbia have passed legislation for the Commercial Driver's License (CDL), the Federal Highway Administration (FHA) reports.

Twenty-six states are already issu-

ing CDLs and six more are expected to begin soon.

Nearly 500,000 drivers had been issued CDLs through September, according to the FHA. The licenses are being issued at a rate of 70,000 a month and should increase to 100,000 a month as more states begin CDL programs.

The deadline for licensing all com-

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Phoenix is installing 63 bus shelters designed for the desert climate, with accompanying benches and trash receptacles, in the city. It will bring to 525 the number of shelters in Phoenix. The shelters, of several configurations, were designed by Streetscape Inc. of Phoenix. Average shelter cost is \$6,700.

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January / February 1991 METRO Magazine

## METRO News

The program was offered by the Indiana University-Purdue University at Indianapolis in conjunction with the ABA.

The program, the only university-administered continuing education program in the group travel industry, consists of five correspondence courses and eight hours of elective course work. It is designed to be completed in a 12-month period.

### New York implements most recommendations

New York City's Metropolitan Transit Authority (MTA) has implemented 93 percent of the recommendations, either fully or partially, made by the Office of the MTA Inspector General between 1982 and 1987 that it had agreed to implement.

Between September 1983 and December 1987, the Inspector General's Office issued 12 final reports with 35

recommendations dealing with the MTA. MTA management agreed to implement 28 of the recommendations. The remaining seven were rejected because management thought they were impractical to implement or would not produce meaningful results.

The reports from the inspector general covered payments for legal services, military leave procedures, employee expense reimbursement and contractor performance and other subjects.

### Denver begins new fare subsidy program

The Regional Transportation District (RTD) in Denver is the first transit agency to implement the Commuter Check® employer fare subsidy program.

Employers purchase the Commuter Check fare vouchers, which are \$15 bank checks, and then dis-

tribute them to employees. The employees exchange the vouchers for passes and ticket books at RTD outlets.

The RTD hopes the program will encourage businesses, especially small ones, to offer clean-air transportation incentives to their employees. More than 75 Denver-area companies currently subsidize employee fares.

### Brochure discusses access for disabled

The U.S. Architectural Transportation Barrier Compliance Board and Project ACTION (Accessible Community Transportation in Our Nation) have released a brochure on transit accessibility for the disabled.

*Securement of Wheelchairs and Other Mobility Aids on Transit Vehicles* addresses securement devices, maneuverability through buses, procurement of buses and public rela-

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| <input type="checkbox"/> 08 Trans. Ind. Consultant | <input type="checkbox"/> 00 Other, please specify: _____ |
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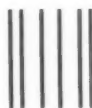
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## METRO News

tions. The brochure shows how the Southern California Rapid Transit District and the Municipality of Metropolitan Seattle have involved riders in needs assessment, developed policies and educated operators.

To obtain the brochure, contact Project ACTION, 1001 Connecticut Ave., N.W. Suite 435, Washington, D.C. 20036.

### Mark IV buys Vapor for \$39.5 million

Mark IV Industries Inc. of Amherst, N.Y., has bought Vapor Corp. for \$39.5 million cash.

Vapor, a subsidiary of Brunswick Corp., has annual sales of \$66 million. It is the largest manufacturer of door systems for rail, rail transit and bus vehicles in the United States and Canada. It also supplies fare-collection equipment, relays, speed and traction control systems and vehicle location systems. It employs about 800 in plants in Chicago and Montreal. Mark IV employs 12,000 worldwide.

"With the addition of Vapor, annual revenue of Mark IV's mass transit and passenger information businesses will be approximately \$174 million," said Sal H. Alfiero, Mark IV chairman and CEO.

"The product offerings of these businesses include aircraft and mass transit lighting and related passenger information systems produced in the U.S., Canada and Europe by the Luminator and LAWO-Luminator-Europa (LLE) divisions."

### Satellites tracking buses in Houston

Satellites are being used to track buses in Houston and Harris County, Texas.

Using the satellite-based Global Positioning System (GPS), continuous communication of the buses' locations is made to central fleet management. The buses, displayed on color-coded computerized maps, are directed by operators to provide better service to transit users.

The system, TRANSIT-TRAK by

Trimble Navigation Ltd., was used on buses that transported Expo '90 attendees between their hotels and the convention center.

### Connecticut Transit has random drug tests

Connecticut Transit has begun random drug and alcohol testing of

employees.

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Connecticut Transit operates the state-owned bus service in greater Hartford, New Haven and Stamford. It carries about 26 million riders annually.

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# METRO TransitView

**CTTRANSIT:** The state-owned bus company that serves Stamford, Hartford and New Haven, Conn., reported that ridership in the Stamford area passed two million for the first time in the year ended Oct. 30.

**DASH:** *Phoenix*, has begun free shuttle service in downtown Phoenix. The four buses that make up the system were purchased by the city of Phoenix with help from UMTA. Arnett Transportation Services has been contracted to run the shuttle service.

**METRO:** *Houston, Texas*, has lowered its 1000th passenger shelter. The placement ceremony is a company milestone. A target of 2,100 shelters in the 1,275-square-mile METRO service area by the year 2000 is part of METRO's Phase 2 Mobility Plan. The shelters are built of aluminum frames and are eight feet tall with a treated wood bench and an acrylic roof.

**Metro-North Commuter Railroad:** *New York City*, has released its third annual report card survey, which said that 84 percent of its passengers chose to ride the commuter railroad even though other travel alternatives were open. More than 80 percent of the Metro-North riders preferred the railroad to express buses for convenience, reliability and trip time. More than two-thirds said the train was better than traveling in their cars.

**MSBA:** *Garden City, N.Y.*, has launched an advertising campaign in English and Spanish to promote awareness of the bus system. It is called "Humans Cannot Live by Car Alone."

**MTA:** *Nashville*, has introduced a monthly "Freedom Pass" for senior citizens and disabled riders. The pass allows passengers to ride both the bus and trolley as many times as they want during the month.

**MTDB:** *San Diego*, and Mexico coach have implemented a cooperative project that provides bus service from the San Diego Trolley's San Ysidro/International Border Station to downtown Tijuana, Mexico. The bi-national bus route covers about two miles.

**OCTD:** *Garden Grove, Calif.*, recorded its highest-ever monthly ridership last August, while overall first quarter ridership grew by 11 percent from the same period last year. In August, 4,340,444 people used OCTD service, 63,923 more than the previous record set in May 1990. The first quarter's ridership of more than 12.5 million represented the highest number of passengers recorded for a quarter, and a 30.4 increase from two years ago.

**OC Transpo:** *Ottawa*, has received the Ontario Solicitor General's Award for Transecure, OC Transpo's employee

community watch program. The award recognizes people and organizations that have excelled in assisting police and the community in crime prevention.

**RTD:** *Los Angeles*, will allow bicycles on Blue Line trains on weekends, expanded later to seven days a week, in a six-month demonstration project. A permit must be obtained first.

**RVTD:** *Medford, Ore.* had free rides on all Rogue Valley Transit District buses over the holidays. The RVTD trolley also ran a special holiday shopper route over the holidays. Containers on all buses from Thanksgiving to January gathered donations of canned food for the poor.

**SamTrans:** *Burlingame, Calif.*, is again offering special trips to the elephant seal colony at the Ano Nuevo State Reserve in Pescadero. Trips will be offered every weekend from January to March 10. The cost of the trip is \$5, which includes round-trip bus fare and a guided walk ticket.

**SCCTA:** *Santa Clara, Calif.*, has reported a record daily ridership on its buses and light rail. On an average weekday during September, more than 154,000 passengers boarded county buses and more than 10,300 boarded light rail. That is an increase of 14,000 passengers on buses and 650 on light rail from daily ridership in August.

**Sonoma County Transit:** *Santa Rosa, Calif.*, has introduced MonthlyPASS, an unlimited ride pass that provides frequent users of the system a significant fare savings. The pass offers a discount for passengers who commute 20 or more days a month and who travel two or more zones for their one-way trip.

**TARC:** *Louisville, Ky.*, held its annual Toys from TARC campaign. Passengers who donated a new toy received a free ride.

**TTC:** *Toronto*, launched a public awareness campaign calling on riders to help improve safety on the transit network. The campaign reminds customers to stand well behind subway platform edges and clear of closing doors. The TTC will begin installing updated safety strips on platform edges and is testing a new system of door chimes and warning lights to warn riders.

**VIA Metropolitan Transit:** *San Antonio, Texas*, joined the Salvation Army to help needy families over the holidays by collecting food aboard all buses in exchange for a free ride. Since VIA started participating in the annual food drive in 1988, bus riders have donated four tons of food.

**WMATA:** *Washington, D.C.*, is offering special merchandise for sale to the public with Metrorail or Metrobus logos through Horizons Unlimited of Rockville, Md.

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# The Motorcoach Game Plan Changes; Industry Scrambles

Recession, Greyhound bankruptcy and threat of war give industry the jitters. But improvisation keeps smart operators ahead of the competition and ready for a profitable 1991.

If the motorcoach industry were one of the teams in the Super Bowl, the coaches would be changing the game plan at half time.

The economy, despite reassuring words from Washington, is in recession, according to many in the industry. The threat of war in the Persian Gulf and the uncertainty of oil prices create collective jitters, especially for an industry driven by oil.

And then there's Greyhound.

Greyhound Lines filed for bankruptcy in June and reorganization in November (see story on page 4). That will have dramatic consequences on the coach market, especially for new coach sales, as Greyhound scales down its fleet. Greyhound is also trying to decide what to do with Eagle Bus Manufacturing Inc.

But the game is not lost. Far from it. Motorcoach people around North America have been looking at the score and devising new plays. Here's what they have done, what they plan to do and what they predict for 1991:

## Fate of Greyhound

"Certainly the biggest development by far in the motorcoach industry for 1990 that positions the marketplace for 1991 is Greyhound's reorganization," said Robert Yochum, president of ABC Bus Companies.



YOCUM

"The reorganization affects new coach sales, it affects the level of competition and the alternatives available to motorcoach purchas-



Charter operators are advised to work more closely with tour operators. Photo courtesy Bob Redden.

ers. And Eagle will not be as significant a force in 1991," Yochum said.

George W. Hanthorn, senior vice president and general counsel for Greyhound, said, "We are exploring the possibility of selling Eagle," and have had several parties interested. Another possible scenario, Hanthorn said, would have Eagle remain affiliated with Greyhound as a parts supplier, not a bus manufacturer.

Shantilal Shah, Eagle's senior vice president and general manager, said the company plans to build buses in the first quarter of 1991 and has some orders on board.



SHAH

He also said Eagle completed its order of 50 buses for Estrella Blanca, Mexico's largest operator with 5,700 buses, and is negotiating to build 375 more buses for the company.

Hanthorn said Greyhound's

scheduled passenger ridership is up 23 percent nationwide, most of which came from linehaul traffic. He said the company plans to trim its charter business to eight major cities from the 35 or so it had been operating in.

Pete LeBarge, vice president of maintenance for Greyhound, said the company business plan projects an active fleet of 2,856 buses for summer.

Regarding the strike against Greyhound by the Amalgamated Transit Union (ATU) which began last March, Hanthorn said, "We simply don't have a contract with them. We have other unions for other members of the workforce. There have been no negotiations between us and the ATU for some time. But we stand ready to negotiate." He said Greyhound can run its business with 3,500 drivers. There were 6,000 at the time of the strike.

"I am optimistic that 1991 is going to be a pretty good year," Hanthorn said. "I think everybody acknowl-



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Motorcoaches compete with trains and planes, but can also link up with their competitors to provide more comprehensive travel packages. Photo courtesy Bob Redden.

es that we are in a recession, and it appears that we will go into a travel recession of some magnitude. On the other hand, we have seen airline prices going up, and at Greyhound we have seen our ridership, especially since the strike, come back strong and continue to build. In our plan of reorganization we forecast that we will continue to have some small building in '91, though not of the magnitude we had in '90, taking into account the recession."

#### Will be profitable

Others predict Greyhound will have a good year.

"I think at this point that Grey-

**"We project it will be mid-'91 before the cost of fuel comes down."**

—Wayne Smith

hound will do quite well," said Clancy Cornell, chairman of ABC Bus Companies. "They cut back to where they will be a profitable bus line, as they have been in the past."

He predicted 1991 will be better than 1990 for the motorcoach industry in general. But he noted that "bus and tour operators probably won't buy as many new buses as they did in the last several years, in part due to the

number of buses released by Greyhound. They get better buys. We find people buy '87 and '88 model buses before they will buy a new one."

Cornell said the tour business will improve *because* of high fuel prices. He said bookings are higher than last year at this time, and "the operators we talk to add a basic surcharge for extra fuel increases they have had." Cornell also said "things have settled down on insurance. Liability has stabilized. Even if people don't spend money on new buses, they can operate a little cheaper than they did in the past."

His colleague, ABC President Yochum, said, "We had one of the slowest summers that we ever had in 1990 as a result of operators waiting to find out what Greyhound was going to do. We saw hesitation in the summer, and now we see an active market. The fourth quarter is not traditionally an active market."

Yochum said that since the Greyhound reorganization has not yet been completed, the long-term effects on Eagle residual values remain to be seen. He noted, however, that when General Motors withdrew from the motorcoach industry in the early '70s and stopped manufacturing GMC motorcoaches for Greyhound, "residuals were affected overnight by as much as 20 to 30 percent."

Some regional operators have benefited from Greyhound's retreat from charter and linehaul, Yochum said, but others, who depended on

Greyhound for connecting service, have been hurt.

"The biggest impact to the industry is the Greyhound situation and how it will affect new bus sales, used bus sales and motorcoach operations," he said. "The second most important development would be the relative weakness of the U.S. dollar overseas. That keeps Americans at home instead of traveling abroad, and it brings the rest of the world to the U.S."

#### Operators squeezed

Michael Rochette, vice president for marketing of Prevost Car Inc., a coach manufacturer in Quebec, also focused on the economy.



ROCHETTE

"We have been suffering tight times for several years," Rochette said. He said charter and tour operators are in a squeeze. They have to update their fleets because customers want more and more modern equipment, yet they can't charge enough for their services.

In spite of that, Rochette said 1990 "was a very good year; we maintained or gained marketshare." He said Prevost will be building coaches full bore in 1991.

John Nasi, president and CEO of Transportation Manufacturing Corp., said, "Obviously the Greyhound situation has a big impact on the market,



NASI

the uncertainty of what is going to happen now that the restructuring plan has been submitted.

"The plan gave no detailed information about what to do with vehicles and facilities. There is uncertainty in dealing with creditors. We will have to wait and see what the impact will be. It creates a scenario similar to the wait-and-see attitude way back when bus deregulation was signed by Reagan. Great uncertainty. As a result, every day we sit back and wait. There are operators who feel they will not survive, but will go Chapter 7 and

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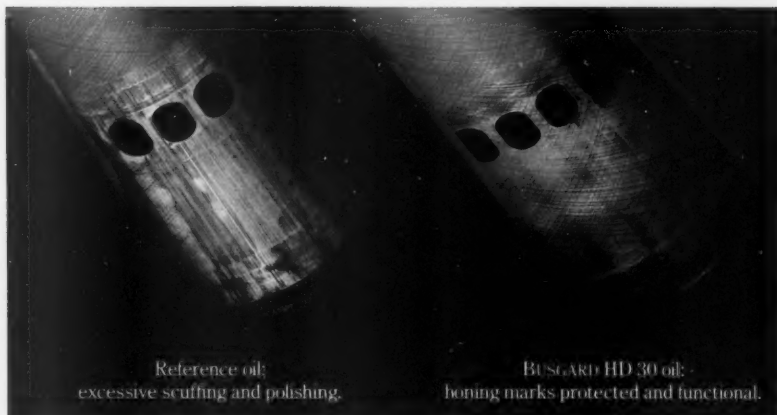
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Commenting on the impact of the Greyhound bankruptcy on used coach sale prices, Nasi said: "A lot depends on what the owner has to get out of the sale to make a reasonable deal. Clearly, if everybody discounts to fire sale prices, it will have an impact on the market."

Meanwhile, Bill Chaddock, executive vice president of MCI/TMC New Coach Sales, said, "The industry has been somewhat battered over the past



CHADDOCK

decade with different things: deregulation, insurance and loss of investment tax credit. But the charter and tour end of the business seems fairly healthy."

A week after GLI Holdings filed for bankruptcy last June, Greyhound Corp., which at the time held about 25 percent equity share ownership in the holding company, announced to the financial community that it was taking a \$100 million

after-tax loss as a result of the filing. The company had gained its equity ownership three years earlier as part of the transaction in which it sold Greyhound Lines to new owners in Dallas. Some industry observers think

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**"We are exploring the possibility of selling Eagle."**

—George W. Hanthorn

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the move by John Teets, chairman of Greyhound Corp., in taking the write-off was one of the shrewdest business moves in the industry during 1990. Shortly thereafter, in an effort to distance itself even further, the Phoenix-based conglomerate changed its name to Greyhound-Dial Corp.

Annemarie Chenoweth, president of Neoplan USA Corp., said, "The country is in an economic slump, probably a recession." She said,



CHENOWETH

however, that is counterbalanced by the low dollar which continues to attract tourists from Europe and Japan.

She said Neoplan "made the decision three years ago to downsize our company, so we never intended to build several hundred coaches per year. We geared up for a smaller market some time back because we didn't want to be dependent on the ups and downs of both the private and transit markets." Neoplan has reserved capacity to build up to 100 motorcoaches for the private market in 1991, she said.

Wayne Smith, executive vice president of United Bus Owners of America (UBOA), said, "Early 1991 should be strong because the recession hasn't reached in yet to cancel out any trips, especially from the senior citizen market, which is our heaviest."

"Discretionary dollars are not affected by the recession, but that could



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SMITH

change in the fall."

He continued, "The outcome of the Middle East will have an impact on operating costs because of the cost of fuel. We project it will be mid-'91 before the cost of fuel comes down. That is if there is no war."

Smith said that on the legislative front, several items of importance are on the agenda. First, the "reauthorization of the highway act and of UMTA. Hopefully, we'll see some success in getting the private charter rule out in 1991." That rule, in the works since 1988 when the industry petitioned the Federal Highway Administration, would put certain restrictions on private charters. "Those charters going out for hire," Smith said, "even if it's a school or church, would be treated the same as any commercial vehicle now, meaning the drivers would need to meet the CDL, all other safety standards and provide

\$5 million in insurance. We are hopeful this rule will come out in 1991."

#### Growth predicted

"If the world situation remains constant, there will be some growth

**"There are operators who feel they will not survive, but will go Chapter 7 and liquidate."**

—John Nasi

in 1991 for the bus business," predicted George T. Snyder Jr.

Snyder, executive vice president and CEO of the American Bus Association (ABA), which represents 3,000 intercity operators, said, "More bus companies are doing better than they were a year ago." The nation has a larger population, it is traveling more and the baby boomers are moving



SNYDER

into the bus travel market, Snyder said.

However, if the world situation doesn't remain constant, if war erupts in the Persian Gulf and the oil pipeline gets choked, Snyder said the motorcoach industry will still do well. That Middle East scenario, Snyder said, would prompt regulatory agencies to make fuel available for buses because buses are the most economical way to travel.

Snyder also predicted a rosy future for the motorcoach industry because some regulatory demons have been held at bay.

Motorcoaches have been exempted from the recent round of fuel tax increases. Bus operators will continue to pay only three cents of the 20-cent federal fuel tax that became effective Dec. 1. "This is a tremendous victory for the intercity bus industry and the passengers it serves,



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January / February 1991

METRO Magazine

19



Foreign tourists demand that they ride in comfort in North America. Photo courtesy Bob Redden.

particularly those in rural areas who have no other public transportation," Snyder said. And on Dec. 18 the motorcoach industry got what it wanted from the Interstate Commerce Commission — allowing smoking on charters and tours; however, the ICC rule will not permit smoking on scheduled intercity service.

Snyder also predicted that wheelchair and lift requirements for the motorcoach industry — resulting from the passage of the Americans

With Disabilities Act — will eventually be scaled down after a government study is completed in a few years. However, some operators expressed concern that the study, originally due in three years, is already one year behind as it has not yet been organized. Snyder said lifts may be required on some motorcoaches, but not all, because the demand is not equal to the cost involved.

Snyder said he has had few complaints from ABA members about

complying with federal drug-testing regulations, a lack of qualified drivers or cross-border tours to Mexico and Canada. There are, however, pressures from the economy.

"There is a recession," Snyder said. "And there has been a recession since the third quarter of 1990."

That has meant a loss of some tour business, he said, but innovative motorcoach companies that work with tour operators are doing well. "If you have a mix of charters and tours you're

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**"More bus companies  
are doing better  
than they were  
a year ago."**

—George T. Snyder Jr.

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in better shape," Snyder said.

On the Greyhound situation, Snyder said the company's reorganization plan shows it will have more regular routes and few charters. "Certainly (Greyhound's) fleet has been reduced and will be reduced further," Snyder said. That could mean more used buses on the market, he said, a potential advantage to smaller operators who may not be able to afford a new bus.

ABA has listed its Top 100 Events in North America for 1991 to attract and promote tours. Included are the Quebec Winter Carnival in February, the Annual Vermont Maple Festival in mid-April and the International Country Music Fan Fair in Nashville, Tenn., in June.

The year's top event in Canada is the International Gathering of the Clans in Nova Scotia June 30 to Aug. 31. The year's top event in the United States is the Mount Rushmore Golden Anniversary in South Dakota throughout the year.

#### **Diversification helps**

Peter Picknelly Sr. is "bullish" about 1991. Picknelly is chairman of Peter Pan Bus Lines Inc. of Springfield, Mass., and runs intercity, charter, airport and contract buses in the competitive Northeast. His 157 buses

### **Coach sale growth is predicted through 1994**

**T**otal sales for new intercity coaches in North America will grow at an annual rate of 2 percent between 1989 and 1994, according to Planned Business International (PBI) of Modesto, Calif.

PBI said 1,400 coaches were sold in North America in 1989, 280 of them imported. For 1994, PBI predicts 1,550 North American sales, 320 of them imported.

PBI, a market research publishing company, said North America's 25,000 coaches are spread among 3,600 intercity/tour/charter companies, although only about half are currently active. Two-thirds of

the coaches are with their second or third owners, PBI said.

"In 1989 travelers were spending an average of 6.8 days on a tour, compared to 6.37 days in 1985," PBI said. "This indicates that intercity use is on the increase, which may result in an increase in the number of new tour companies which become active."

PBI broke down ownership of the 25,000 coaches as follows: scheduled/route owners, 10,500; tour fleets, 7,000; charter fleets, 5,750; government, 1,250; and other, 500.

PBI's survey was updated and published in May.

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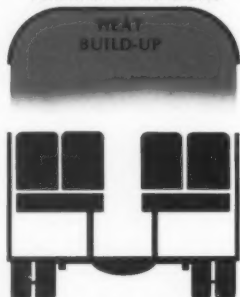
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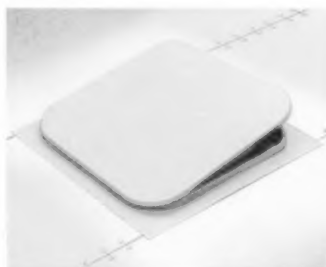
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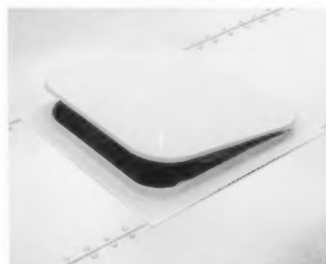
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Right Side**



**Closed Position**



**Open as Exhaust Vent**



**Vent Open To  
Left Side**



**Safety Vent Open  
For Exit**



# AS AN EMERGENCY EXIT

In an overturned bus, the doors and windows are virtually inaccessible due to their location overhead as the bus lays on its side.

Transpec's Dual Purpose Safety Vents permit an easy emergency exit — close to the ground — even from an overturned bus.

## EASY TO OPERATE

Push Vent Fully Open



Release Safety Lock

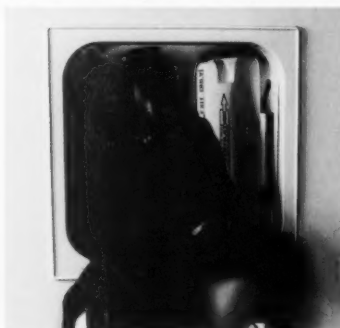


Push Out On Handle



## EASY TO EXIT

Fast, Safe and Simple — For Children or Adults



Transpec's Dual Purpose Safety Vents are simple enough for children to operate and large enough for full sized adults.

They are mounted independent of the vehicle structure and are virtually jam-proof.

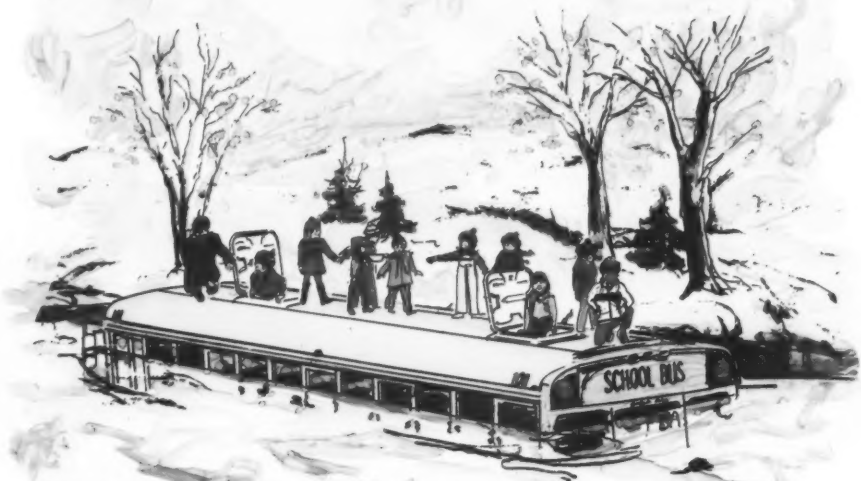


They meet all known government regulations including FMVSS 217 and 302 as well as the UMTA standard for advanced design buses (ABD) pertaining to minimum roof ventilation requirements and non-flammability of interior components. (ASTME 162)



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*A Combination Roof Ventilator and Emergency Exit*



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put Peter Pan 17th on *METRO's* Top 50 Survey (page 32). He called Amtrak a "formidable" competitor in the Northeast Corridor. And he competes with airlines. He also competes with Greyhound on 80 percent of his regular routes. But Greyhound's troubles are Peter Pan's gains.

"We have benefited from their problems," Picknelly said. Revenue is up on Peter Pan's regular routes, "so we have captured some of (Greyhound's) business," he said.

"People took us for the first time during the Greyhound strike," Picknelly said, "and they have stayed with us. People are creatures of habit. They don't wake up in the morning and ask, 'Will I travel by air, bus or train today?'"

Picknelly said his charter business — \$10 million annually — was "flat" for 1990, as it was in 1989. He said his long-distance tours were off 20 percent and short tours off slightly in 1990 because of the economy. A poor economy, which was manifested in Massa-

**"We have benefited from (Greyhound's) problems."**

—Peter Picknelly Sr.

chusetts before the rest of the country, should help the bus business, Picknelly said, because people will use their cars less.

He forecasted little change in the motorcoach business for 1991. What if there's a war in the Mideast? "No one knows," Picknelly said.

If New England's economy has been down in the dumps, it has been climbing to the clouds on the other side of the continent. For now.

"Our charter business has gone up," said Anita Williamson, director of sales and marketing for Holland American Line-Westours in Seattle, which ranked sixth in the survey with 255 buses. "We're doing much better than the rest of the United States." Williamson attributed Seattle's good economy to the recent success of Boeing, the state's largest commercial employer. But Williamson called it a "false economy"; the bottom could

drop out if hard times hit Boeing.

She said there has been no affect yet in Seattle from the Greyhound situation, although she said Greyhound has scaled back its charter business in the area. "It's bad for them, good for us," Williamson said.

Other benefits for the bus business in Seattle are the number of conventions drawn to the city and travelers from the Midwest who take Seattle "familiarization" tours.

"We're very positive here," Wil-

liamson said, but her worry is "the stability of the economy, to see if people will continue to travel."

Amid some of the dark uncertainties of the North American motorcoach industry are bright spots. A shining example is from north of the border.

#### Canadian success

This is a Canadian success story, for in Canada one company projects that linehaul ridership will increase

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by 8 percent in 1991.

"Our terminals had declined, and the bottom line was that ridership went down," said John Munro. He is vice president of Greyhound Lines of Canada Ltd., which is not related to Greyhound Lines in the United States, though the company is owned by Greyhound-Dial of Phoenix. Munro's company, headquartered in Calgary, Alberta, has 417 coaches and ranks third in the *METRO* survey. It is the largest intercity carrier in Canada, serving 1,100 communities.

"Passengers couldn't get information from us," Munro said. "There were long lines at the terminals and the passengers got angry. When they phoned us, they had to call two or three times to get information. The bus and seat manufacturers didn't design from the passengers' point of view."

Munro said the Canadian motorcoach industry was "operations driven." He signed on with Greyhound in the beginning of 1989 as part of a new management team drawn from the hotel and airline industries, and things changed for Greyhound in Canada.

An automated phone system was installed with a toll-free number. Munro said one million calls were expected for 1990. Greyhound received 2.2 million, although Munro suspects some of those calls were from passengers accustomed to having to phone Greyhound two or three times to receive all the information desired.

"We focused on new seats and new buses," Munro said, "designed to our specifications." Seats were trimmed from 47 to 44 per bus, allowing for greater seat pitch and decline, Munro said. Carpeting of soft — not loud — colors was added to the floors, walls and ceilings, greatly reducing sound. Video screens with sound through a public address system were added for the passengers, Munro said, which immediately received a 78 percent approval rating from passengers. But that meant 22 percent didn't like them. The public sound system was replaced with wireless headsets, and the approval rating jumped to 97 percent,



European tourists expect luxury coaches. Photo courtesy Bob Redden.

Munro said. (Passengers buy the headsets for \$3 and get to keep them.)

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### "We're outperforming the rise in oil prices."

—John Munro

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The motorcoaches resemble the business section on an airplane, Munro said.

Greyhound added express trips to some of its milk runs. As one example, that cut the trip time from Calgary to Vancouver to 12 hours from 19, Munro said, at one third the price of an airplane trip.

Munro said his company invested \$15 million in new MCI coaches in 1990 and plans to repeat that in 1991.

The bus terminals were spruced up, Munro said, and security was beefed up, helping to attract passengers, especially women. Managers were put on the floor of the terminals — instead of just behind counters — looking for passengers with problems that needed solving.

To promote the "new" terminals, Greyhound developed a public relations ploy that got a lot of publicity for the company. Once a month, at one of the refurbished terminals, Munro, a

regional vice president, the station manager and other Greyhound officials would have dinner in a terminal washroom.

Munro is pleased with Greyhound's results. Ridership increased in 1989 for the first time since 1982. Ridership is expected to top six million for 1990, and Munro predicted 1991 ridership will be more than 6.5 million, the company's best ever.

He said passenger rail service, "which had been overly funded by the federal government," has been cut in Canada, providing an opportunity for Canadian coach companies.

"Buses are the only way to see Canada," Munro said. But he also noted that the bus industry should better integrate with the tourist industry and other transportation options. "The ultimate destination should not be a terminal or an airport," Munro said.

An example of better integration of intermodal travel is a Greyhound pilot project in downtown Vancouver. Greyhound is taking over an old railroad station and setting it up as a transit center. There will be links to an airport, ferries and cruise ships that ply the coast from California to Alaska.

Munro is bullish on the motorcoach business and his company in particular. He said his company is "recession-proof." As the price of oil goes up, Munro said, bus ridership has gone up.

"We're outperforming the rise in oil prices," Munro said. "We're outperforming the industry. Other companies in Canada are looking at us."

### The operators talk

Other motorcoach operators from around North America, many of them from smaller companies, have some strong thoughts about improving their businesses.

"Increase fares," said William C. Steele of Carolina Coach Co. in Raleigh, N.C., whose 78 buses ranked him 43rd in this year's Top 50 Survey.

Were it only that simple.

"Promote honesty and integrity in business dealings," said Stephen W. Story, vice president of James River





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Bus Lines in Richmond, Va., which has 52 buses, not quite enough to make the Top 50. "Encourage more destination equipment inspections across the nation to discourage unqualified operators, both commercial and non-profit."

Jim Harmon of Cascade Trailways, which has 46 buses in Tacoma, Wash., also noted something that would ease a coach industry problem on a national scale. Needed are "continuing efforts to standardize and ease entry regulations between states," Harmon said.

"I would like to see standardization of inspections and reciprocity between the states regarding the inspections made," said Vernon L. Trigg of Evergreen Stage Line Inc./Gray Line Co. of Portland, Ore., whose 63 buses secured the 49th spot on the Top 50 Survey. "I would also like to see the ICC tighten its control in regard to regulation of operating authority."

Frank Gallagher wants to "bring back the investment tax credit and/or the energy tax credit." His compa-

ny, Community Coach Inc. of Passaic, N.J., has 93 coaches and ranked 31st in the survey.

Allen Lamers of Lamers Bus Lines Inc., which has 54 coaches in Green Bay, Wis., would like "45-foot coaches approved" for use in all states and to have a "sleeper option for legal,

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**"I would like to see  
standardization  
of inspections and  
reciprocity  
between the states  
regarding the  
inspections made."**

—Vernon L. Trigg

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two-driver moves." Only 17 states allow 45-foot buses.

His sentiments were echoed by Edward DeVivo of DATTCO Inc., which runs 36 buses in New Britain, Conn. "To better the motorcoach industry in 1991," DeVivo said, "I feel

that the industry should strive for 45-foot buses to be legal in all states. The capacity should not be greater than 47 or 49 passengers." He said that would "give more comfort to the passengers."

Alex Gaeta, whose Peerless Stages Inc. in Oakland, Calif., has 39 buses, advised his colleagues: "Advertise your products."

#### **N.J. operators**

Ray Goldberg, president of Sterling Coach Lines in Atlantic City, N.J., which has 61 buses, said, "An overall insurance package needs to be implemented" in all states.

One of his neighbors, Sanford Weiss, president of White Bus Co. Inc., which has 37 buses in East Orange, N.J., sees a threat to the charter business. He said operators "who are using federally funded UMTA buses for private charter operations" should be more closely policed. "In New Jersey," Weiss said, "the violations are threatening the independent charter operator."

Raynald R. Dupuis of the Arrow

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Line Inc., which has 42 buses in East Hartford, Conn., agreed. "The operation of nonprofit coaches by church groups and others," he said, "should be more closely regulated."

And here's yet one more worry for motorcoach operators: "Make it difficult for passengers to sue bus companies for trivial matters," said James S. Jenkins of Atlantic Express Coachways in Cinnaminson, N.J. His company has 110 buses and is ranked 25th in the survey.

**"When a coach is spewing oil on the traffic ... it becomes extremely difficult to impress on the public that we are anything but a hazard to the environment."**

—Jim Devlin

Dan Eisentrager, president of the 33-bus All West Coachlines Inc. in Sacramento, Calif., noted a long-standing public perception of the coach business. "The general public's perception that the intercity bus industry is the 'cheap' way to go must be changed," he said, "to compensate carriers for the tremendous expense load we carry."

Some of the coach operators saw a need to improve conditions for drivers or the drivers themselves.

"Utilize the emphasis placed on improved safety by CDL and drug testing requirements to improve overall driver competence," said Dan Cole of Fred Harvey Transportation Co., which has 40 buses in Grand Canyon, Ariz.

"Pay the drivers more," said Sandra S. Allen, president of Royal Coach Tours, which has 42 coaches in San Jose, Calif., "so we can keep the good drivers."

J.C. Ruane of Goodall's Charter Bus Service Inc. Gray Line/San Diego would like "better professionals educated into the industry." His company ranked 32nd with 93 buses.

"Terminal improvements and cus-

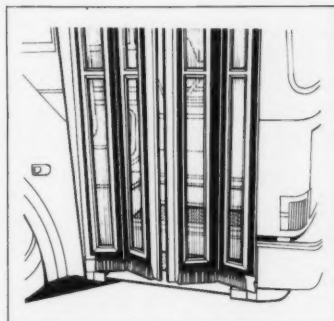
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A mixture of charters, tours and linehaul is seen as a hedge against recession for coach operators. Photo courtesy Bob Redden.

tomer service" are needed, said W.L. Verrier of Gray Coach Lines Inc. of Toronto, which has 98 buses and ranked 28th.

G.S. Anzuoni of Plymouth & Brockton Street Railway, which has 96 coaches in Plymouth, Mass., and ranked 30th, said, "By doing all that

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**"Make it difficult for passengers to sue bus companies for trivial matters."**

—James S. Jenkins

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we can to assure — and recognize — high levels of competence in our industry, we will be providing a service to ourselves and the public."

"Independent bus operators need more aggression in pricing in order to afford the cost of new buses," said Eva M. Hotard of Hotard Coaches Inc., which has 42 buses in New Orleans.

Joe Dawson of 40th-ranked Jefferson Lines, with 84 buses in Kansas

City, Mo., had similar sentiments. "Quality of service to the customer must improve," Dawson said, "yet cost must be measurably less per bus."

And Jim Devlin of Trentway-Wagar Inc. of Peterborough, Ontario, whose 76 buses rank 44th in the survey, chimed in with a pitch for the environment and common sense. "Studies prove that in the transportation of people, the bus industry is much more environmentally friendly than the automobile," Devlin said. "However, the public's perception is that we're not. As an industry, in order to reap the benefits of this fact, we need to respond much quicker to such things as oil leaks in our coaches and to make sure that the engines are running at peak performance. When a coach is spewing oil on the traffic following it or envelopes them in a cloud of smoke, it becomes extremely difficult to impress on the public that we are anything but a hazard to the environment."

**Still on top**

*METRO Magazine's* Top 50 Motorcoach Survey found many of the top spots occupied by the same compa-

nies as last year. Greyhound Lines tallied up with 2,700 buses in its active fleet. That's nearly six times as many buses as No. 2, Academy Lines Inc. of Hoboken, N.J., with 454 buses. No. 3 is Greyhound Lines of Canada Ltd., with 417 buses. The U.S. Greyhound figure, incidentally, does not include nearly 500 1987 and 1988 MCI coaches for which the company has peti-

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**"The operation of nonprofit coaches by church groups and others should be more closely regulated."**

—Raynald R. Dupuis

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tioned the bankruptcy court for lease terminations, and a few hundred additional Eagle 05s it also plans to spin off.

A number of bus companies new to the survey replaced a number of survey mainstays as our reporting methods were expanded. Last year the cutoff for Top 50 was 30 buses; this year it's 62. That also reflects the expansion of bus company fleets.

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**"Pay the drivers more."**

—Sandra S. Allen

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Of the 19 companies in The Top 50 who responded to this question in our survey, respondents they said they plan to buy 215 coaches this year. Some had not yet determined new purchases for 1991. If the survey were to be called the "Top 81," add 117 more coach purchases.

So things may not be so bad for the builders of new coaches. Eighty-one of North America's motorcoach companies told us they plan to buy at least 332 coaches this year. That leaves only 3,519 private bus companies unaccounted for in North America. And late in December the Federal Reserve cut its discount rate one-half a percent to 6 1/2 percent.

Sounds like a good business opportunity. [M]



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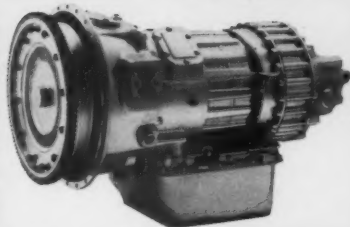
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# Metro's 1991 Top 50 Motorcoach Survey

RANKING 1991 1990	COMPANY NAME, LOCATION	TOTAL COACH	LARGE COACH	SMALL COACH	ESTIMATED PURCHASE IN 1991	± 1990
1 1	Greyhound Lines Inc. Dallas, TX	2,700	2,700	0	0	-1,150
2 7	Academy Lines Inc. Hoboken, NJ	454	449	5	20	250
3 2	Greyhound Lines of Canada Ltd. Calgary, AB	417	417	0	N/A	-8
4 3	Robert's Hawaii Inc. Honolulu, HI	411	213	198	30	30
5 *	Diversified Transportation Ltd. Edmonton, AB	300	280	20	N/A	N/A
6 11	Holland America Line-Westours Inc. Seattle, WA	255	231	24	10	107
7 6	Shortline Companies Mahwah, NJ	250	225	25	N/A	14
8 5	Suburban Transit Corp. New Brunswick, NJ	232	168	64	0	-29
9 *	Kerrville Bus Co. Inc. San Antonio, TX	221	208	13	N/A	N/A
10 8	Gray Line of Ft. Lauderdale Ft. Lauderdale, FL	190	190	0	N/A	-1
11 12	Blue Bird Coach Lines Inc. Olean, NY	185	120	65	N/A	40
12 9	Rockland Coaches Inc. Bergenfield, NJ	178	171	7	4	-4
13 *	Command Bus Co. Inc. Brooklyn, NY	162	162	0	N/A	N/A
14 10	Tour Coach Inc. Los Angeles, CA	162	160	2	N/A	-8
15 *	EG&G Idaho Inc. Idaho Falls, ID	161	161	0	12	N/A
16 4	Voyageur Colonial Ltd. Ottawa, ON	160	160	0	0	-164
17 13	Peter Pan Bus Lines Inc. Springfield, MA	157	154	3	15	12
18 41	Shoup Buses Inc. Middlebury, IN	150	150	0	N/A	90
19 15	Antelope Valley Bus Inc. Lancaster, CA	147	124	23	20	20
20 *	The Gray Line of Victoria Ltd. Victoria, BC	144	44	100	8	N/A
21 20	Leisure Time Tours Mahwah, NJ	139	138	1	N/A	32
22 30	Keeshin Charter Service Chicago, IL	125	85	40	N/A	43
23 *	Pacific Western Transportation Calgary, AB	120	90	30	N/A	N/A



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"It was our opinion that, if we were going to spend the money on bus engines with electronic controls, we wouldn't be getting full benefit of that investment unless we coupled them with electronically controlled automatic transmissions. On this issue, Allison Automatics with electronic controls provide the compatibility required."

This is one of three issues mentioned by David Beagle, General Manager of Gray Line of Seattle, and Charles Springer, Director of Maintenance for the Transportation Division of the cruise ship and tour company Holland America Line — Westours, Inc. The division's other motorcoach subsidiaries are Gray Line of Alaska and Gray Line of Phoenix.

"This electronic interface results in smoother, more precise and better defined shifting," they add. "The diagnostic compatibility of the electronics is another incentive. These benefits also translate to longer engine and trans-

mission life. And with the electronic interface, we've realized a two to three percent improvement in fuel mileage."

"The automatic transmission is a driver training issue related to passenger comfort and is an essential part of the tour program," they say. The routes are scenic with demanding and substantially varying terrain. "Our drivers

are driver/guides who provide ongoing commentary along our tour routes. With the Allison automatic transmission, they're able to keep their hands on the wheel and concentrate on maneuvering and commentary, not gears and engine speeds."

A third issue is "staying within the projected maintenance budget. With multiple drivers, the frequency of clutch replacement is completely unpredictable. An Allison makes shifting to a large extent foolproof," they believe. "The maintenance cycles on the automatics are far better and they have less downtime."

**On the highway near Banff, Alberta, one of Holland America Westours' 14 new Prevost H5-60 articulated motorcoaches that will be operated on tours on the Alaska and Klondike Highways. The company operates 250 conventional luxury tour and charter coaches throughout the Northwestern U.S. and Canada, Alaska, and Arizona. In the total fleet, 235 units are equipped with Allison Automatics.**



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RANKING 1991 1990		COMPANY NAME, LOCATION	TOTAL COACH	LARGE COACH	SMALL COACH	ESTIMATED PURCHASE IN 1991	±1990
24	*	GLK Contract Services Inc. Houston, TX	115	115	0	10	N/A
25	33	Atlantic Express Coachways Cinnaminson, NJ	110	102	8	20	35
26	16	American Sightseeing Tours Inc. Miami, FL	108	94	14	N/A	-10
27	38	Mark IV Charter Lines Inc. Gardena, CA	100	100	0	N/A	37
28	23	Gray Coach Lines Ltd. Toronto, ON	98	98	0	N/A	0
29	29	K-T Contract Services Inc. Las Vegas, NV	96	96	0	N/A	13
30	21	Plymouth & Brockton Street Railway Plymouth, MA	96	96	0	N/A	-4
31	19	Community Coach Inc. Passaic, NJ	93	93	0	4	-16
32	*	Goodall's Charter Bus Service Inc. San Diego, CA	93	56	37	N/A	N/A
33	28	Lake Front Lines Brook Park, OH	92	92	0	12	8
34	24	TransHawaiian Services Honolulu, HI	92	88	4	10	-4
35	25	A-1 Bus Lines Inc. Miami, FL	91	91	0	N/A	0
36	18	Domenico Tours Inc. Bayonne, NJ	90	90	0	N/A	-20
37	*	Lakeland Bus Lines Inc. Dover, NJ	90	90	0	N/A	N/A
38	31	DeCamp Bus Lines Montclair, NJ	88	88	0	0	6
39	26	Adirondack-Pine Hill Trailways Kingston, NY	85	83	2	N/A	-1
40	*	Jefferson Lines Inc. Kansas City, MO	84	84	0	N/A	N/A
41	*	Autocars Orleans Express Inc. Quebec, PQ	80	80	0	8	N/A
42	32	Frank Martz Coach Company Wilkes-Barre, PA	79	78	1	2	0
43	22	Carolina Coach Co. Raleigh, NC	78	78	0	10	-22
44	*	Trentway-Wagar Inc. Peterborough, ON	76	73	3	6	N/A
45	34	TNM&O Coaches Inc. Lubbock, TX	70	70	0	0	0
46	*	Brewster Transportation & Tours Banff, AB	65	65	0	0	N/A
47	36	Gray Line Tours of Southern Nevada Las Vegas, NV	65	65	0	N/A	-1
48	39	Carl R. Bieber Inc. Kutztown, PA	64	60	4	3	2
49	*	Evergreen Stage Line Inc. Portland, OR	63	57	6	3	N/A
50	*	Saskatchewan Transportation Co. Regina, SK	62	59	3	0	N/A
50	*	Voigt's Bus Service Inc. Saint Cloud, MN	62	30	32	20	N/A

\*Company was not solicited for 1990 Top 50 Motorcoach Survey



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# Sioux Falls Transit Had Its Start in Frontier Days

South Dakota agency continues tradition of slow, steady growth. Its magic turned a bus into a vintage trolley.

By Lenny Levine

**S**iooux Falls Transit in Sioux Falls, S.D., is building steadily for the future, drawing energy from a mass transit history that is more than a century old.

The city transit agency is updating its bus fleet, has recently expanded its demand response van service and is working with the local business community to drum up support for AP-*TA's* Transit 2000 program. And the agency loves to brag about its new centerpiece, a Mercedes-Benz bus that transit maintenance workers and volunteers refurbished and turned into a vintage trolley.

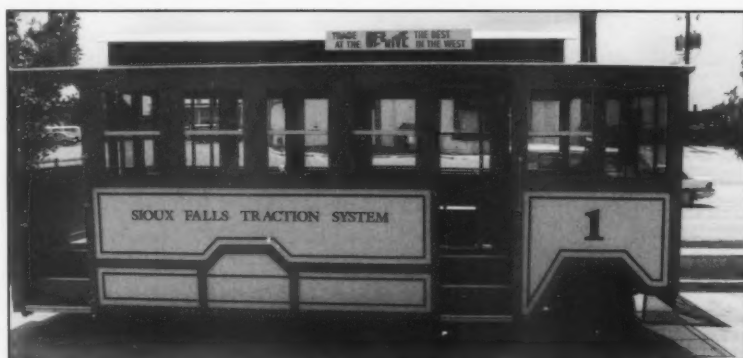


BOS

In 1887, when Sioux Falls was still a frontier town, R.F. Pettigrew started a horse-drawn trolley system. Two years later an electric streetcar was introduced to run to East Sioux Falls. Both, however, folded under the strain of the depression of 1890, the year that saw the massacre at Wounded Knee at the other end of the state.

In 1907 a Michigan businessman came to Sioux Falls, recognized the city's potential and ran its first electric trolley. He later brought motor buses to the city. They eventually replaced the trolleys and set the groundwork for a transit system that lasted under various owners until 1972.

The transit system was under the private ownership of Sioux Falls City Lines from 1972 to 1979, when the city took it over and hired American Tran-



Sioux Falls' trolley has 15,840 square inches of natural mahogany paneling on the inside wall and 19,754 square inches of tongue-and-groove flooring. Flooring for the driver's area was retrieved from the Old Jail, circa mid-1800s.

sit Corp. to manage it.

## 'Not worth mentioning'

"Don't even ask me about graffiti or crime," laughed Karen Bos, marketing manager for Sioux Falls Transit. "They're not even on a scale here worth mentioning."

Bos said her main problem — one common throughout the mass transit industry — is tight money that limits expansion.

Sioux Falls Transit has nine fixed routes that run 12 hours a day, six days a week. The agency serves a city of 100,000 on the eastern edge of South Dakota. Sioux Falls, on the Sioux River, boasts two major medical facilities, the University of South Dakota School of Medicine, meat packers, four colleges, cultural and sports activities, banking, historic buildings made of pink quartz and lots of parks. Bos would like to expand transit service to nights and Sundays and to parts of the city that are growing.

The agency's 26-bus fleet (TMC, GMC and Flexible coaches) handles 500,000 passenger trips a year and travels 450,000 miles. Its farebox recovery ratio was 20 percent in 1989, and Bos said the goal for 1990 is also 20 percent. The base fare is 60 cents.

The agency recently expanded its employee roster to 65 since it now administers and operates Project Mobility, which it took over from a private operator. Project Mobility is Sioux Falls' demand response program. It has seven vans and handles 100 to 150 customers daily. Bos said the agency's annual budget is about \$1 million, excluding Project Mobility.

Sioux Falls Transit also runs public seasonal or "tripper" routes to the city's four junior high schools. It rents buses to private operators to run day tours and special trips. The agency promotes its services with educational tours for students. A bus picks up students at their school and gives them a tour of the agency's facilities

and a ride through the bus washer.

The agency is also a good neighbor. It provided a shuttle this year for food distribution. It also provides free transportation for the homeless and the potentially homeless in Sioux Falls.

---

**"It was refurbished for less than 10 percent of the cost of a manufactured trolley."**

---

And Sioux Falls Transit will relinquish its pride and joy — the Mercedes-Benz trolley — for \$60 rent for two hours.

#### **Lots of mahogany**

The trolley was converted from an 18-passenger 1974 Mercedes-Benz bus. It replicates turn-of-the-century trolleys that ran in Sioux Falls, right down to the color scheme. It was refurbished for less than 10 percent of the cost of a manufactured trolley. All materials used in construction



More than 30,000 boarded Sioux Falls Transit buses during an air show.

were built or purchased locally. Photographs, historical information and design specifications were provided by a retired history professor from Sioux Falls.

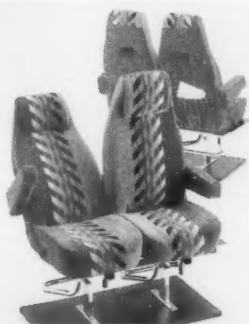
The trolley is 22 feet long, seven feet wide and nine feet high. It seats 20 passengers. Mahogany was used for all interior paneling and trim, exterior trim and the 10 benches. Metal tubing was used for the frame, sheet metal for the siding and plywood for the flooring. Leather straps hang on brass stanchions, and a 70-year-old trolley bell can be rung by the driver.

The trolley is available for such activities as weddings, family reunions, conventions and city tours.

The trolley fits in with the preservation of downtown Sioux Falls. The city is the largest in the country to receive funding from the Department of the Interior's Main Street Program, which refurbishes and restores downtowns to attract new business and money.

"I love this city," Bos said. She said she expects Sioux Falls — and its transit system — to continue its history of slow, steady expansion. M

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# METRO Products

**DRIVER'S SEAT:** The SS5080 has a heavy-duty coil spring suspension and a hydraulic shock absorber to automatically compensate for rough and rolling pavement, regardless of the driver's weight. Standard features include seat back adjustment from vertical to 23 degrees and forward-to-backward seat pan adjustment 16 degrees from horizontal. Options include flip-up arm rests, adjustable lumbar support, retractable seat belts and custom-contoured high ILD neoprene foam back and seat cushions. Mounting bases are available for a variety of chassis models, makes and installations. *C.E. White Co.*

Circle 170 on Metro Action Card

**ROOFS:** The CAP (cold-applied polyester) Metal Roof System provides metal roof restoration and preservation. It seals, rustproofs, weatherproofs and beautifies existing roofs. The system combines Ultra-Shield Polyester and Ultra-Shield Metal Rustproofing to form a strong, flexible, lightweight roof membrane. The system is available in a wide range of reflective finishes and carries a five-year labor and material guarantee against rust and leaks. *GMX.*

Circle 171 on Metro Action Card

**AUDIO ANNOUNCER:** The Chatterbox audio announcer provides messages in any language or dialect. Sampled speech, not a synthesized voice, is used to generate the messages. The audio announcer can operate from a manual push-button trigger or from wayside automatic triggers. A removable reprogrammable message pod allows messages or routes to be changed without removing the entire system. *Westcode Inc.*

Circle 172 on Metro Action Card

**MONITORING:** The TLS-350 UST monitoring system features an integrated, modular design to provide complete inventory control, regulatory compliance with any EPA monthly monitoring alternative, and



**TROLLEY:** Cabot Coach Builders, a manufacturer of custom stretch limousines for 15 years, is making trackless trolleys. The trolleys replicate vintage streetcars of the early 1900s. The Cabot trolley is assembled on a Smith transit chassis powered by a 165-horsepower Caterpillar model 3208 diesel engine coupled with an Allison MT643 automatic transmission. The 13,000-lb. front axle and 23,000-lb. rear axle have a heavy-duty suspension. The Bendix brakes are a full air split system. The forward-control chassis design features a set-back front axle that enables assembly of a 35-foot body on a wheelbase of 187 inches, meaning a short turning radius. The body floor and frame are constructed with formed 11-gauge galvanized steel welded at all joints and attached to the chassis as an integrated assembly. The fiberglass roof has a minimum of seams. All wiring is color coded. The passenger compartment has sliding windows, with four push-out emergency windows. The standard body seats 35 passengers, with custom seating available. The interior is finished with oak panels and brass or stainless steel stanchions and rails. Options include a rear atrium, air conditioning, seat pads and lifts. *Cabot Coach Builders Inc.*

Circle 183 on Metro Action Card

line leak detection. The console incorporates a modular design so each

monitoring, control and communications function is available in a compact, snap-in module. The system can provide any of the EPA monthly monitoring alternatives for regulatory compliance: in-tank leak detection, interstitial monitoring, vapor monitoring and groundwater monitoring. In addition, modules are available to provide line leak detection, output relays, internal modems and RS-232 communications ports. *Veeder-Root.*

Circle 173 on Metro Action Card

**RECLAIMER:** The CV-15 refrigerant reclaimer uses the separation chamber method of larger industrial models. The 180-pound unit is 34 inches high (without casters), and its base is 19 by 20 inches. It uses a one-horsepower compressor and reclaims liquid on-site at a rate of three lbs. per minute (vapor reclamation is slightly less). It holds up to 17 lbs. in its on-board chill chamber and reclaims R-12, R-22, R-500 and R-502. *Van Steenburgh Engineering Laboratories.*

Circle 174 on Metro Action Card

**DETECTOR:** The CMD-1 Orion carbon monoxide detector features visual and audible alarms. Its standard level of activation is 120 ppm, but it can be set to activate at any level. The detector operates at 12 volts DC or 120 volts AC. *Xintex.*

Circle 175 on Metro Action Card

**FILTER:** The R40XL™ dry-type pleated air filter does not use adhesive oil. That reduces the risk of fire to arcing problems in the electrical system while eliminating the problems of handling oily filter elements and preventing carry-over of oil, brake dust and other contaminants. The pleated design contains three to five times more media surface area than flat pads, with a corresponding increase in filter life. In retrofit applications, the filter will replace glass pads without alterations to housings or holding mechanisms. U.L. rated as Class 2, it is available in two- and four-inch



## METRO Products

depths and a wide variety of sizes. *Farr Co.*

Circle 176 on Metro Action Card

**TRIPMASTER:** The Tripmaster® Data Port system allows bus fleet operators to obtain customized performance reports and faster access to trip information. The system includes the Tripmaster Traveler, a connectorless, credit-card sized extraction card, for information access. Vehicle operators can use the card as a personalized computer diskette to store and transfer information directly, instead of physically linking a data extractor between the trip recorder and personal computer. The card accommodates single drivers or team driver combinations, including slip seat operations. The system is compatible with the Pro Series Tripfax® software package, which permits more detailed fleet analysis and more driver-entered

**LIFT:** The Lift-U-III wheelchair lift is mounted entirely within the baggage area, occupying about 65 percent of one compartment. With a wheelchair passenger, three seats are lost; without a wheelchair passenger, no seating is lost. The passive-style lift can be employed in both OEM and retrofit installation with minimum changes to the bus structure. Platform space measures 30 by 50 inches. The lift conforms to CHP Title 13 and UMTA guidelines. *Lift-U.*

Circle 182 on Metro Action Card

data. *Rockwell International Corp.*

Circle 177 on Metro Action Card

**TRANSMISSION:** The Midimat 120 fully automatic transmission is de-

signed specifically for the duty cycle of 20- to 30-foot buses. Among its computer-aided electronic controls are mechanical lock-up in all gears; a multistage, multiphase torque converter; and a three-speed planetary gear set. A wear-free hydrodynamic retarder to improve braking is optional. The Midimat uses an electronically controlled shift program, which receives and evaluates information from the engine, brake system and transmission itself to ensure smooth shifting and optimum performance in all gear ranges. Shift programs can be individually tailored to meet the performance requirements of each transit operation. The transmission is designed for engines producing a maximum of 224 horsepower used in buses with gross vehicle weights up to 29,700 pounds. *Voith Transmissions Inc.*

Circle 178 on Metro Action Card

## METRO Calendar

Send calendar items to Calendar Editor, METRO Magazine, 2512 Artesia Blvd., Redondo Beach, CA 90278 at least six weeks ahead. Please include phone number and name of contact person for your event.

### January 1991

**13** — *Transportation Research Board:* Traffic Management and Planning for Freeway Emergencies and Special Events, Washington D.C. Contact: Reggie Gillum, 202/334-2382.

**13-16** — *Southwest Transit Association:* Annual Conference, Tempe, Ariz. Contact: 214/404-9853.

**13-17** — *Transportation Research Board:* Annual Meeting, Washington, D.C. Contact: Angelica Arrington, 202/334-2382.

**20-22** — *Florida Transit Association:* Annual Conference, Daytona Beach, Contact: 904/878-0855.

**21-25** — *The Transportation Center at Northwestern University:* Course, Financial & Management Information for Transportation, Evanston, Ill. Contact: Barbara Duggan, 708/431-3225.

**28-30** — *United Bus Owners of America and American Bus Association:* Bus Expo '91, New Orleans. Contact: Annette Ott, 202/484-5623.

### February 1991

**6-9** — *American Public Transit Association:* Associate Member Board of Governors Annual Business Meeting, Miami Beach. Contact: Jack Gilstrap, 202/898-4000.

**6-9** — *National Truck Equipment Association:* Annual Convention and Exhibition, San Diego. Contact: Joan M. Christophersen, 800/866-NTEA.

**9-13** — *American Public Transit Association:* Management Seminar, Miami Beach. Contact: APTA, 202/898-4000.

**9-13** — *Transportation Association of South Carolina:* Annual Conference and Trade Show, Myrtle Beach. Contact: Otis W. Livingston Jr., 803/254-3661.

**15-17** — *North Carolina Bus Association:* Annual Meeting, Greensboro. Contact: Bob Barlow, 919/467-8810.

**17-20** — *APTA:* Rail Rolling Stock Maintenance Workshop, New Orleans. Contact: APTA, 202/898-4000.

**24-26** — *Metro-Dade Transit Agency, Transport Workers' Union Local 291 and Government Supervisors Association:* Transit Labor/Management Conference, Miami. Contact: MDCC, (305) 347-3120.

# METRO People



TUNILA



AMMANN



HOLLINSHEAD



JACK



HAMMOND



BIRT

**Eugene F. Tunila** has been named group executive vice president of North American bus operations of *Greyhound Dial Corp.* He will be based at *Transportation Manufacturing Corp.*, a Greyhound subsidiary, in Roswell, N.M. ... *National Coach* has announced three appointments. **Frosty Johnson** is product development manager, **Michael Ammann** regional sales manager and **Ernie Tyler** transit sales representative ... **Jane Hollinshead**, manager of capital contracts for the *Long Island Rail Road*, has been named Member of the Year (1990-91) of the *Women's Transportation Seminar (WTS)*. She is a past president of the Greater New York Chapter of WTS and also served as chairwoman of the *Professional Development Committee* ... **Peter M. Cipolla** has been appointed general manager of the *Regional Transportation District in Denver*. He was chief operating officer of the *Sacramento Regional Transit District* in California.

**Lloyd Jack** has been appointed director of operations of *Peter Pan Tours*. He started with the company in 1985 as chief pilot for the *Peter Pan Air* division ... **David G. Hammond** has been selected as a member of the *Committee for the Study of High-Speed Surface Transportation in the United States*. The study is being conducted by the *National Research Council of the National Academy of Sciences*. Hammond was vice president of *DMJM* before retiring ... **Dan Birt** has been named assistant vice president/Midwest regional manager of *LS Transit Systems Inc.* He has more than 30 years' experience in signal communications design, construction and

project management ... **Tom Ready** of *Ready Bus Lines* in LaCrescent, Minn., **Bob Pounders** of *Winn Bus Lines* in Richmond, Va., and **Bill Rohrbaugh** of *Bill Rohrbaugh's Charter Service* in Manchester, Md., have been elected by mail to the *United Bus Owners of America* board of directors.

**Fred Haley** has joined the *Greenville Transit Authority* as general manager. Previously, he was general manager of *Lake Erie Transit* and a vice president of *ATE Management & Service Co. Inc.* ... **Tom Walsh** has been appointed general manager of the *Tri-County Metropolitan Transportation District* of Oregon. He will take over the post in July. Founder of *Walsh Construction Co.*, he has served on several Oregon policy-making boards and commissions, including the *Oregon Transportation Commission*, *Land Conservation and Development Commission* and *Roads Finance Committee*. He replaces **James E. Cowen** ... **James H. Finan** has been named executive director of the *County of Lackawanna Transit System* in Pennsylvania. He had been an investigator on the *National Transportation Safety Board*.

**Lawrence G. Reuter** has been named director of the *Santa Clara County Transportation Agency*. He joined the SCCTA after eight years with the *New York City Transit Authority*. He had been the NYCTA's senior vice president of operations since 1989 ... **Justin Augustine** has been promoted to general manager of the *Regional Transit Authority of New Orleans*. He had been assistant general manager since August 1989 ... **Phillip A. Pagano** has been promoted to executive

director of *Metra* in Chicago. He had been assistant executive director for corporate administration. He succeeds **James E. Cole**, who retired after heading the commuter rail system since 1984 ... **Sandra Draggoo** was elected president of the *Michigan Public Transit Association* for a third term. She is the executive director of the *Capital Area Transportation Authority* in Lansing ... **Greg Church** has been named director of bus sales and marketing of *Flexible Corp.* **Shannon Young** was appointed national parts sales manager.

**Carla Lakatos** has joined the *Miami Valley Regional Transit Authority* as director of marketing and planning. She will direct the development, implementation and analysis of all operational marketing and planning functions ... The *Southwest Ohio Regional Transit Authority* has announced changes on its board of trustees. **Richard E. Lamping** has completed his tenure as president and will be replaced by **Diane F. Price**. **Peter D. Gomsak Jr.** was elected to a three-year term on the board ... **Robert E. Mitchell** has been named senior manager of general services for the *Chicago Transit Authority*. He had been vice president of the *Highland Community Bank of Chicago* ... **Robert P. Rinek** has been appointed a director of the *ABC Bus Companies Inc.* He is co-head of the interdepartmental financial services team of *Piper, Jaffrey and Hopwood's* capital markets group.

**William K. Tell Jr.**, senior vice president of *Texaco Inc.*, was elected chairman of the *Highway Users Federation*.

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# Letters To The Editor

## NYCTA fare collection plan is called too expensive

Thanks for the write-up in the September/October *METRO*.

I couldn't help commenting on Alan Kiepper's comments. Imagine \$700 million for an automatic fare collection (AFC) project when you could do it now in three to six months for a fraction of that. What gall!

Here are excerpts from a letter I have written to Kiepper:

"I understand from *METRO Magazine* that you do not favor fare-free systems because they encourage vandalism. What nonsense! What would you do with all the people who now are responsible for collecting the fares like ticket clerks and policemen? Why wouldn't you put these people to work as beefed-up security, information officers, etc?"

"You talk about cleaning the graffiti in the stations but not until after AFC is in place. If you think graffiti on the subway cars chased riders away from the system, why do you think that they like it in the stations any better? You also talk about AFC costing \$700 million as though it were a drop in the bucket.

"Frankly, it seems to me that your priorities are all askew. Like David Gunn before you, the transit riding consumer is your last concern."

*Felice Gruskin  
Executive Director  
Transit Riders in Pursuit Inc.  
New York City*

## Ravitch gets credit for recovery at NYCTA

Although your back-to-back articles on our NYC Transit Authority were right on the money as far as they went, no credit was given to the NYCTA administrator responsible for brilliantly orchestrating its gradual recovery with federal and foreign funding. *Sic transit...*

Lest we forget, he was Richard Ravitch, the man who started wearing

a bullet-proof vest after an irate passenger tried to shoot him at MTA headquarters. Talk about putting your life on the line!

And for those of us who have to do it every day — putting our lives on the line. I mean, new equipment has not eliminated any of the old problems. Negligence pervades the system from top to bottom. Bus collisions, for example, increased to 9,684 in 1988 from 7,442 in 1985. Resulting claim payments increased 47.3 percent, from \$17.8 million in 1985 to \$26.2 million in 1988.

Here's why we die-hard New Yorkers love to hate the transit system. A local train pulls out of a station at the very instant an express train pulls in. Having arrived on the express train, you know there's no local miles back, because you just came from there. This can mean waiting 15 minutes for the next local, despite "schedules" calling for same every 10 minutes at most.

In short, the finest tools money can buy do not transform incompetents into craftsmen. Neither have thousands of new managers, insisted upon under the administration of David Gunn.

From your articles, it is clear that NYCTA is being run by those whose perceived priority is hyping the buying of new equipment with tons of money they didn't earn to begin with, for people who don't know how to operate it properly.

*Rolf von Hall  
Acoustic Engineering  
Sputyen Duvvil, N.Y.*

## Figures are given for MUNI's fleet

The recent "Top 100 Transit Bus Fleets" in your September/October issue can be updated.

In the text of the article you state: "San Francisco Muni reduced its fleet by 306 buses, down from 873 in 1989 to 567 in 1990." In the table you show Muni ranked number 26 with a total of 567 vehicles.

As of September 1990, The Municipal Railway diesel fleet consisted of the following vehicles:

GMC 40-foot motorcoaches, 69 active, 20 reserve; Flyer 40-foot motorcoaches, 180 active; AMG 35-foot motorcoaches, 20 reserve; Man 60-foot articulated, 100 active; New Flyer 40-foot, 106 active; and Orion 30-foot, 45 active.

You can see the category of diesel vehicles over 35 feet but under 60 feet adds up to 355 active coaches. The entire rubber tire fleet, including the 345 electric trolleys, is 845. That would move San Francisco Muni to 16th place.

*Kathy Gilbert  
General Superintendent  
Surface Transportation  
MUNI, San Francisco*

## Orange County lists numbers for its fleet

In your September/October "Top 100 Transit Fleets," the information for the Orange County Transit District should have said: 35 feet and over, 546; under 35 feet, 172; articulated, 0; electric trolley, 0; average age, 8; 1990 total, 178; and 1989, 135 plus.

Thank you for clarifying this information.

*Joanne C. Curran  
Public Information  
Orange County Transit District  
Garden Grove, Calif.*

## Heinle retires as general manager at N.J. Transit

I read with interest your short article in the "METRO News" section of your November/December 1990 issue concerning the retirement of Mrs. Carmen Turner of WMATA after seven years as general manager.

However, and with no disregard meant to Mrs. Turner, Mr. George Heinle has been our vice president and general manager since February 1981, a tenure of almost 10 years at

## Letters To The Editor

the second largest transit property in the United States (I believe that is where we placed in your "Top 100" of 1990). Unfortunately for all of us at New Jersey Transit Bus Operations, Mr. Heinle retired at the end of the year and will be sorely missed.

*Kevin F. Landrigan  
N.J. Transit Bus Operations Inc.  
Maplewood, N.J.*

### More debate on trolleys, acid rain in Dayton, Ohio

If I were referee I would rule that METRO's editor is still ahead in the debate over trolley buses in Dayton, Ohio.

In Mr. Adams' rebuttal in the November/December issue, he states that the cost of a trolley bus is \$1 million a copy compared to \$216,000

for a diesel bus. In the same issue an article appeared stating that San Francisco is purchasing 35 trolley buses for \$22.8 million. That figures out to \$651,428. However, this is an articulated trolley bus, which would add substantially to the cost. Have the extended life span of a trolley bus and absence of maintenance costs of an internal combustion engine in a diesel bus been compared? If acid rain is such a problem from power generated by coal, shouldn't the entire community be formulating plans to clean up the generating plants in the area for reasons other than transit?

It would appear to be rather short-sighted planning if a fuel commitment until June of 1991 — only six months — is being used as support for a diesel system. Also, it is not fully known what the cost of converting to low-pollution fuels will be, whether it is low-sulfur diesel, CNG or methanol.

Added to this are the quiet operation, rapid acceleration and high level

of driver acceptance relating to trolley buses, distinct advantages even if not quantifiable.

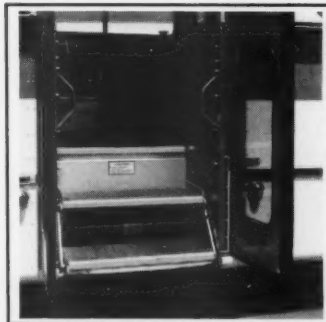
Finally, if Mr. Adams is concerned about balancing the budget, he might observe that we currently import 52 percent of our oil from overseas to the tune of over \$30 billion annually, constituting a third of the nation's trade deficit. When Dayton converts to diesel buses, it will be contributing to this enormous economic imbalance.

*M.D. Monaghan  
Member  
Dallas Area Rapid Transit Board  
Garland, Texas*

We welcome your letters expressing opinions on METRO Magazine and topics it covers. Letters may be shortened and edited for style. Please include your daytime phone number for verification. Send your comments to Letters To The Editor, METRO Magazine, 2512 Artesia Blvd., Redondo Beach, CA 90278.

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January / February 1991 METRO Magazine

# METRO Transactions

The **New York City Transit Authority** has awarded a \$59 million construction contract to **L.K. Comstock and Co.** of New York City to begin replacing a 60-year-old signal system on two subway lines.

**Safetran Systems Corp.** of Minneapolis has been awarded a \$2.9 million contract by **Metro Boston Transit Authority** to reconstruct the signaling and communications system on the Everett Junction Line.

The **Orange County Transit District** in California has awarded **Parsons Brinckerhoff Quade & Douglas Inc.** a \$425,000 contract for preliminary engineering of proposed high-occupancy vehicle facilities.

**SuperFlow Corp.** of Colorado Springs, Colo., has been awarded a contract to design and manufacture three bus chassis dynamometer systems for the **Southern California Rapid Transit District** in Los Angeles.

**Edwards and Kelcey Inc.** has been engaged by the **Southeastern Pennsylvania Transportation Authority** in Philadelphia to perform railroad design and construction support in connection with a regional rail project.

**Cubic Western Data** of San Diego, Calif., has been awarded two contracts totaling \$6.9 million for ticketing systems for the **Kowloon Canton Railway Corp.** in Hong Kong and **TransitLink** in Singapore.

**General Signal**, parent company of **General Railway Signal**, has agreed in principle to sell GRS to **The SASIB Group** in Bologna, Italy. SASIB produces railway signaling and safety systems, and machinery for the food and tobacco industries. GRS and SASIB have enjoyed a business relationship since 1950. GRS has annual sales of about \$80 million. It recently won transit signaling contracts in Taipei, Los Angeles, Atlanta, Shanghai and Chicago. The agreement is subject to a number of approvals.

**Metro-North Commuter Railroad** has contracted with **Morrison-Knudsen Corp.** of Hornell, N.Y., to manufacture 39 cars for the New Haven line. The contract totals \$91.5 million, plus up to \$2.1 million for spare parts. There is also an option to purchase nine to 18 more cars should funds become available. Morrison-Knudsen said the contract helps ensure that all of its 1,200 New York state workers will remain employed through the end of 1993.

**Mayflower Contract Services Inc.** of Overland Park, Kan., has been awarded a contract by **Metro-Dade Transit Agency** to provide transportation services for

commuters in the Dade County, Fla., area. Most of the 24 vehicles will transport commuters to a rail station.

**Bombardier** has received an order valued at about \$10 million to manufacture 10 commuter rail coaches for the **Connecticut Department of Transportation**. The contract will be administered by **Metro-North Commuter Railroad** of New York according to an agreement between the two agencies. The coaches will be built at Bombardier plants in La Pocatiere, Quebec, and Barre, Vt.

**Midwest Bus Rebuilders Corp.** of Owosso, Mich., has won a contract from the **Metropolitan Evansville Transit System** of Evansville, Ind., to refurbish eight transit coaches.

The **Massachusetts Bay Transportation Authority (MBTA)** has renewed service contracts with four private bus companies. The contracts are part of a program which subsidizes private bus companies that provide service outside the MBTA's 78-community operating district. The bus companies and contract limits are: **Interstate Coach**, not to exceed \$113,340; **Bloom Bus Lines**, not to exceed \$198,340; **Brockton Area Transit Authority**, not to exceed \$212,500; and **American Eagle Motor Coach**, not to exceed \$56,670.

The **Dallas Area Rapid Transit** directors have approved the first construction contract associated with the light rail system. A \$530,000 contract for relocating a portion of a street in the central business district was awarded to **Jerdon Construction Co. Inc.** of Houston. The relocation will make way for a light rail portal; the light rail system will operate underground for less than a mile. This 20-mile segment of the 66-mile light rail system is scheduled to open in 1996.

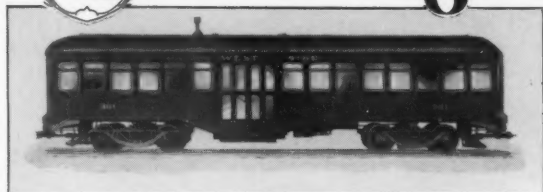
**GE Transportation Systems** has been selected by **Morrison-Knudsen Co. Inc.** to provide DC propulsion with microprocessor controls for a new order of 256 rapid transit cars with an option for 118 more to the **Chicago Transit Authority**. GE won the bidding over AEG/Westinghouse.

**THORN EMI Electronics** of England has been chosen to supply and install the fare collection system for the United Kingdom's first provincial light rail project, **MetroLink**. It is scheduled to start running in Manchester in September.

**ABB Traction Systems Ltd.** of Zurich has been chosen to supply electrical equipment for 10 low-floor articulated light rail vehicles to run on the **Centovallina** branch line in Italy.



## 75 Years Ago



### In METRO

**T**hree-quarters of a century ago the predecessor of *METRO Magazine* was *Electric Traction* magazine. The following material appeared in the January and February issues of that magazine in 1916.

#### Improvements in Wisconsin Property

The Sheboygan Railway & Electric Company, of Sheboygan, Wis., does the entire electric lighting and power business of Sheboygan, Elkhart Lake, Glenbeulah and Cascade, and plans to furnish all energy required by the proposed municipal plant at Sheboygan Falls; operates 11.2 miles of city railway in the City of Sheboygan, and 22.4 miles of interurban line, extending between Elkhart Lake and Sheboygan, and passing through Crystal Lake, Plymouth and Sheboygan Falls.

During the past 18 months, extensive improvements have been carried out in both the railway and the light and power departments, and these many undertakings have involved practically a rehabilitation of the property at a time when most communities have been forced to curtail their expenditures.

#### Paving Requirements Unreasonable

Within the last two years a peculiarly fine illustration has been given of the fallacies of the claim that street railway companies should be required to pave and keep in repair the streets on which their tracks are located. All of a sudden jitney busses came into use; this system of freebooter transportation sprang up in the various communities and the principal reasons why it was thought to be profitable were that these bandits could pick out and follow the short routes, and use without any charge the pavements which the street railways had built.

What could be more unjust or unfair?

How long do you suppose such a condition would have been allowed to continue if the city had itself owned and was itself operating the street railway lines?—Pres. Chas. L. Henry, of A.E.R.A., at Mid-Year Dinner held in Chicago, February 4, 1916.

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PROJECT: Metro Green Line  
 CONTRACT NO. R23-T05-P1900  
 CONTRACT NAME: High Performance Transit Vehicles  
 DOCUMENTS AVAILABLE: December 3, 1990  
 PRE-PROPOSAL CONF.: 8:30 am to 4:00 pm, Monday-Friday  
 10:00 am, PST January 9, 1991  
 818 West 7th Street  
 Los Angeles, CA 90017  
 Los Angeles Conference Room  
 PROPOSALS DUE: 2:00 pm PST, March 4, 1991  
 COST OF IFB: \$150.00 (pick-up/provide express mail form)  
 \$175.00 (LACTC overnight mail)  
 No Personal Checks Accepted  
 Performance (upon award) 100%  
 BONDS: No State Contractor's License required  
 LICENSE: 4%  
 DBE GOAL:

Work to be performed includes engineering design, design conformance testing, manufacture, production conformance testing, delivery and warranty of 38 automated High Performance Transit Vehicles (HPTVs) and furnishing of spare parts, special tools and test equipment as detailed in the Contract requirements.

Commission affirmatively assures that Disadvantaged Business Enterprises will be afforded full opportunity to submit bids and that it will not discriminate on the grounds of race, color, religion, sex or national origin.

Bidders advised that Contract work performed on the project site is subject to provisions of Work Continuation Agreement between LACTC and LA County Building and Construction Trades Council (AFL-CIO) which requires payment of prevailing wages and compliance with employment and training programs.

To order documents contact:

LKG Configuration Management  
 818 West 7th Street, Suite 900  
 Los Angeles, CA 90017  
 (213) 236-4762

For questions contact:

Ms. Linda Ford McCaffrey  
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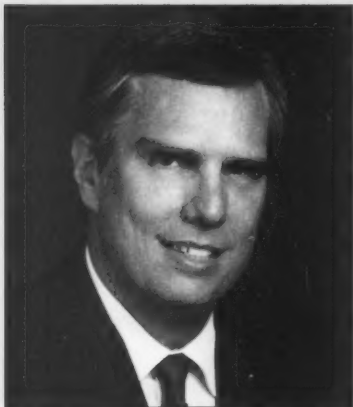
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# Publisher's Perspective



*"The basis of optimism is sheer terror."*

Oscar Wilde

*"An optimist expects his dreams to come true; a pessimist expects his nightmares to."*

Laurence J. Peter

*"Ah, but a man's reach should exceed his grasp — or what's a heaven for?"*

Robert Browning

## Second window of opportunity

I see an orderly market for the next three years," said one major bus manufacturer recently. Not long ago such a sentiment was little more than hope.

For the past several years a threat has loomed over bus transportation in the form of impending EPA particulate emission regulations. The regulations were poised to impose emission standards onto all new bus procurement that were virtually impossible to meet with available technology. The transit industry was the first of the several bus industries to feel the heat.

By mid to late spring of 1990, transit properties nationwide had ceased new bus procurement activity. Even if a TA had board approval and funding lined up, manufacturers in both the United States and Canada didn't bid as their plants were at capacity. Manufacturers could no longer accept orders and promise to deliver buses before the 1991 regs kicked in.

All that changed, at least temporarily, with passage last November of the new Clean Air Act. "The whole industry has a second window of opportunity to purchase vehicles based on proven technology," said Brian Macleod, vice president of marketing for Gillig Corp.

The final act contains provisions that reflect industry thinking that existing diesel engine technology, far superior to the technology in existence when the EPA wrote the regs in the mid-1980s, can meet the EPA's 1991 standards.

"What we were looking for was a non-fuel-specific pump standard that was framed technologically to give us a couple of years to achieve it," said Mark Obert, chairman of APTA's Clean Air Task Force and vice chairman of the Flxible Corp. "We asked for the famous four little words, 'clean diesel engine systems.' We didn't get those words, but got what we wanted, which was lack of fuel specificity plus a couple of years to meet the standards."

Thus the act does not mandate any alternative fuel; it is fuel-silent in how engine manufacturers are to meet the emission standards. "There is nothing in the bill to force buyers into unknown technology or costs," said Macleod.

### Engine manufacturers

Those provisions of the new bill aren't an open door. Engine manufacturers have some very specific objectives they must meet. The bill requires that in 1991 and 1992, heavy-duty diesel bus particulate emissions cannot exceed 0.25 grams/brake horsepower-hour (g/bhp-hr.), down from 6.0 in 1990 and prior years. By 1993 emissions cannot exceed 0.1 g/bhp-hr. For the 1994 model year and thereafter engines can't exceed 50 percent of 0.1, but if technology doesn't allow that standard, then EPA can accept 70 percent of 0.1. While all that sounds a little convoluted, it simply means that Congress opened the door for technical rather than political solutions.

However, there is a caveat. If heavy-duty diesel engines fail to meet the standards altogether, then EPA is required to mandate alternate fuels *and exclude diesel fuel from its list*.

It typically takes six to nine months lead time for a transit authority to prepare specs and line up funding in anticipation of soliciting bus bids. Transit managers who understand that 1991 offers them a second window of opportunity before the even more stringent 0.1 standard of 1993 kicks in probably have no more than 18 months from now to get their procurement tasks completed. At that time, say bus manufacturers, the order boards will likely be filled up as they were last spring, this time in anticipation of Dec. 31, 1992, deliveries, and the door will shut again! The time to act is now.

Bill Paul



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